

## Message Text

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ACTION EB-07

INFO OCT-01 ARA-14 EUR-12 EA-09 ISO-00 AID-05 CEA-01

CIAE-00 COME-00 FRB-01 INR-07 IO-14 NEA-10

NSAE-00 USIA-15 OPIC-06 SP-02 TRSE-00 LAB-04

EPG-02 SIL-01 AGRE-00 OMB-01 XMB-04 /116 W

-----053235 050833Z /23

R 050640Z JUL 77

FM AMEMBASSY CANBERRA

TO SECSTATE WASHDC 0784

INFO AMEMBASSY BUENOS AIRES

AMEMBASSY LONDON

AMEMBASSY OTTAWA

USLO PEKING

AMEMBASSY PARIS

UNCLAS CANBERRA 4671

USOECDD

STATE PASS AGRICULTURE FOR MEEKER AND NOVOTNY

E.O. 11652: N/A

TAGS: EAGR, ETRD, AS

SUBJ: AUSTRALIAN WHEAT SALE TO PRC

1. AUSTRALIAN WHEAT BOARD (AWB) ANNOUNCED JULY 4 IT HAS SOLD A FURTHER 3 MILLION METRIC TONS OF WHEAT TO PRC. BOARD DELEGATION COMPRISING CHAIRMAN-DESIGNATE SIR LESLIE PRICE, BOARD GENERAL MANAGER-DESIGNATE J. WILLIAMS, AND GROWER MEMBER COLIN MANN NEGOTIATED CONTRACT DURING TWO-WEEK VISIT TO PEKING JUNE 20/JULY 2. CONTRACT WAS SIGNED JULY 2 AND PROVIDES FOR SHIPMENT BETWEEN AUGUST 1977 AND AUGUST 1978, WITH AWB OPTION TO SHIP VARIOUS CLASSES OF WHEAT, INCLUDING OFF-GRADE, AND PLUS OR MINUS FIVE PERCENT OPTION BY PRC. PAYMENT TERMS ARE THE SAME AS FOR PREVIOUS CONTRACTS, I.E. 10 PERCENT ON SHIPMENT, 20 PERCENT AT SIX MONTHS, 20 PERCENT UNCLASSIFIED

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AT NINE MONTHS, AND 50 PERCENT AT TWELVE MONTHS PLUS INTEREST. VALUE OF CONTRACT WAS ESTIMATED BY ABW AT APPROXIMATELY \$A280 MILLION.

2. THE NEW CONTRACT WILL OVERLAP WITH THE PREVIOUS CONTRACT NEGOTIATED MARCH 4 FOR 2 MILLION TONS, WHICH WAS FOR SHIPMENT BETWEEN JUNE 1977 AND JANUARY 1978. THE AWB EXPECTS TO SHIP

1.25 MILLION TONS OF THE MARCH CONTRACT BY NOVEMBER 30, LEAVING  
0.75 MILLION TONS TO BE SHIPPED AFTER DECEMBER 1. IT IS  
ANTICIPATED THAT ABOUT 1 MILLION TONS OF THE NEW CONTRACT WILL  
BE SHIPPED PRIOR TO THAT DATE, AND THAT 2 MILLION TONS WILL  
BE SHIPPED AFTER DECEMBER 1. ACCORDINGLY, THE AWB IS COMMITTED  
TO SHIP 2.75 MILLION TONS IN THE 1977/78 MARKETING YEAR TO  
PRC, OF WHICH A SUBSTANTIAL PROPORTION WILL BE NEW CROP WHEAT  
NOW BEING PLANTED. THIS IS THE LARGEST INDIVIDUAL CONTRACT WITH  
PRC, OR FOR THAT MATTER WITH ANY BUYER, NEGOTIATED BY THE AWB,  
AND WILL PROVIDE A FIRM FOUNDATION FOR ITS 1977/78 SALES  
PROGRAM.  
ALSTON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** WHEAT, SALES, CONTRACTS  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**TAGS:** EAGR, ETRD, AS  
**To:** STATE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009